



Revision Number:

Purchasing Agent: DEBBIE GUNDERSEN

**Item: NETWORK SYSTEM FOR APPLICATION PERSISTENCE**

Vendor: 94968A Chameleon Technology, Inc.  
200 West Mercer Street  
Suite 403  
Seattle, WA 98119

Internet Homepage: [www.chameleontechnology.com](http://www.chameleontechnology.com)

Telephone: (206) 285-6550

Fax number: (206) 285-6547

Contact: Dale Quick

Email address: [dquick@chameleontechnology.com](mailto:dquick@chameleontechnology.com)

Brand/trade name: Chameleon Technology

Price: See Attached Price List

Terms: Net 30

Effective dates: 06/04/04 through 06/03/06

Days required for delivery: 5 Days

Price guarantee period: Term of contract

Minimum order: None

Min shipment without charges: FOB Destination

Other conditions:

Renewal Options: Potential contract extensions through 06/03/09

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**NOTE: THIS IS A NEW CONTRACT**

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This is a multiple award contract. Please review the following contracts for optimal pricing, delivery and service and technical solution before making your purchasing decision: AR1793 & AR1794. Document purchasing decision.

This Statewide contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. Authorization can be obtained from David Lee at 801-537-9251 or Richard Erickson at 801-537-9247 in ITS. Order may be placed only after authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



**PRICING: Includes the first year maintenance and support fees**

Licensing Fee for 100 clients:	\$ 24,000.00
Licensing Fee for 500 clients:	\$ 96,000.00
Licensing Fee for 1,000 clients:	\$168,000.00
Licensing Fee for 5,000 clients:	\$600,000.00
Licensing Fee for 10,000 clients:	\$960,000.00

Licensing Fee Application Hosting Software: Server software is included in Client license fees, with no limitation as to the number of instances in which it can be deployed.

System Hardware: \$800.00/server for each Access Controllers and Administrator instance  
\$400.00/server for each Sentry Instance

Quantity of system hardware deployed is dependent on preferred network configuration (i.e. desired redundancy, failover), the number and location of wireless subnetworks/nodes, and individual department work group servers to which remote access is desired.

Minimum configuration to support an enterprise with up to 5,000 clients and wireless would require a total of 3 servers, totaling \$2,400.00.

**Ongoing Maintenance and Support**

Annual software support and maintenance fees equal 18% of the purchase price of the software. In the above configuration with 1,000 clients, support and maintenance for all software would equal \$30,240.00 annually for the second year of the contract. This same annual fee would be applicable for each of the three optional annual renewal periods.

**Training**

The cost of each training session is \$1,200.00, and covers up to 6 attendees per session. If training is done on customer's site, travel costs are to be reimbursed at cost, with customer pre-approval of approximate amounts.

**\*\*\*\*\*REPORTS\*\*\*\*\***

The contractor will submit yearly reports to the State Purchasing Agent (Debbie Gundersen) showing quantities and dollar volume of purchases by each agency and political subdivision. This report will be due by 06/03 of each year.



STATE OF UTAH CONTRACT NUMBER: **AR1792**

Jun 7, 2004

**FINET COMMODITY CODE(S):**

92004000000-APPLICATIONS SOFTWARE (FOR MAIN FRAME SYSTEMS)

92007000000-APPLICATIONS SOFTWARE FOR MICROCOMPUTER SYSTEMS: BUSINESS,  
MATHEMATICAL/STATISTICAL, MEDICAL, SCIENTIFIC, ETC.

92014000000-APPLICATIONS SOFTWARE (FOR MINICOMPUTER SYSTEMS)